



Fanatics Betting & Gaming

Q3 2023 Massachusetts Sports Wagering Quarterly Report

December 7, 2023



Agenda

- FBG Introductions
- Revenue
- Workforce / Workforce Diversity
- Diverse & Massachusetts Vendor Spend
- Compliance
- Responsible Gaming
- Lottery
- Community / Outreach / Charitable Impacts



FBG Introductions

- Michael Levine, Senior Regulatory Counsel
- Stephanie Althouse, HR Director
- Anthony D'Angelo, Responsible Gaming Senior Manager



Fanatics Betting & Gaming launched in the Commonwealth of Massachusetts on May 25, 2023

Month	Total MA SW Revenue	Monthly Hold %	MA SW Taxes Collected
April 2023	\$0	0%	\$0
May 2023	\$41,868.52	34.01%	\$8,354.00
June 2023	\$224,685.99	11.84%	\$44,321.61
July 2023	\$226,230.10	9.61%	\$44,295.74
August 2023	\$553,718.97	12.58%	\$109,064.00
September 2023	\$577,200.52	6.49%	\$113,001.05
Total	\$1,623,704.10	N/A	\$319,036.40



Level	Minority		Women		Veteran		MA Resident		Total Number of Employees
Executive	3	38%	2	25%	0	0%	0	0%	8
Manager, Supervisor	89	46%	53	28%	2	1%	5	3%	192
Entry Level, Non-Manager	225	55%	96	24%	2	1%	11	3%	408
Total	317	53%	151	25%	4	1%	16	3%	600

MA Residents	Level	Minority	Women
	Executive	0	0
	Manager, Supervisor	3	2
	Entry Level, Non-Manager	7	2
	Total	10 (61% of population)	4 (25% of population)



- FBG participates in the Fanatics IDEA Program (Inclusion, Diversity, Equality, Advocacy)
 - Our Global Inclusion team is dedicated to setting cross-functional strategies, measuring goals, and being held accountable to our company's commitment to IDEA
- IDEA Program has 6 FANs (Fanatics Alliance Networks)
 - *Family First, Global Black Alliance, Multicultural, Pride, Women's Initiative Network, Veterans*
 - 20% of our global workforce currently participates in FAN networks
 - FANs program is available to all Fanatics employees to participate in and help build an inclusive workplace
- While we continue to place efforts on attracting diverse candidates within our recruitment processes, Fanatics also has a focus on retention of our employees.
 - Game Changers - mentorship program
 - IDEA Day
 - FAN Panel Discussions
 - Philanthropy



Vendor: Diverse and Massachusetts-Specific Spend

Q3 Total Vendor Spend Overall: \$81,725,682

Q3 Total Vendor Spend %: 0.33%

Q3 Massachusetts Vendor Spend: \$421,951

Q3 Massachusetts Vendor Spend %: 0.52%

Diversity Certification	Q1 \$	Q1 %	Q2 \$	Q2 %	Q3 \$	Q3 %
MBE	\$674,850.26	1.51%	\$170,967.50	0.38%	\$269,794.25	0.33%
WBE						
VBE	\$0	\$0	\$0	\$0	\$0	\$0
Total Diversity Spend	\$674,850.26	1.51%	\$170,967.50	0.38%	\$269,794.25	0.33%

Month	Found Sports Wagering or Attempting to SW on a SW Platform	Turned Over to Proper Law Enforcement Authority by The SW Operator	Account Suspended Due to Underage Activity
April 2023	n/a	n/a	n/a
May 2023	0	0	0
June 2023	0	0	0
July 2023	0	0	0
August 2023	0	0	0
September 2023	0	0	0
Total	0	0	0



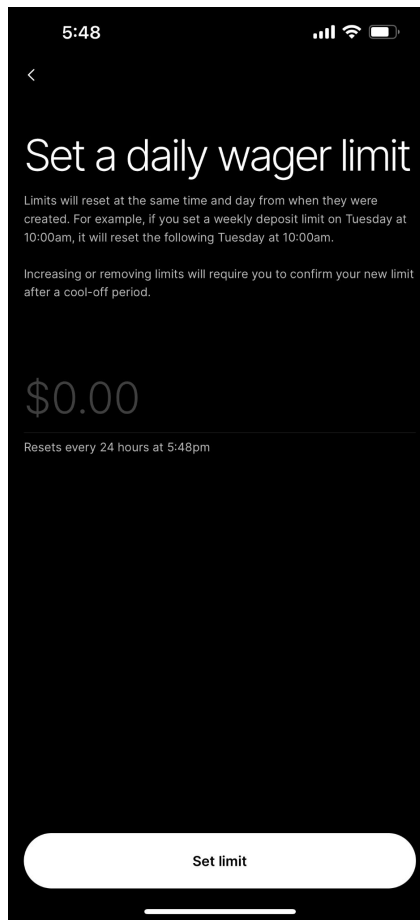
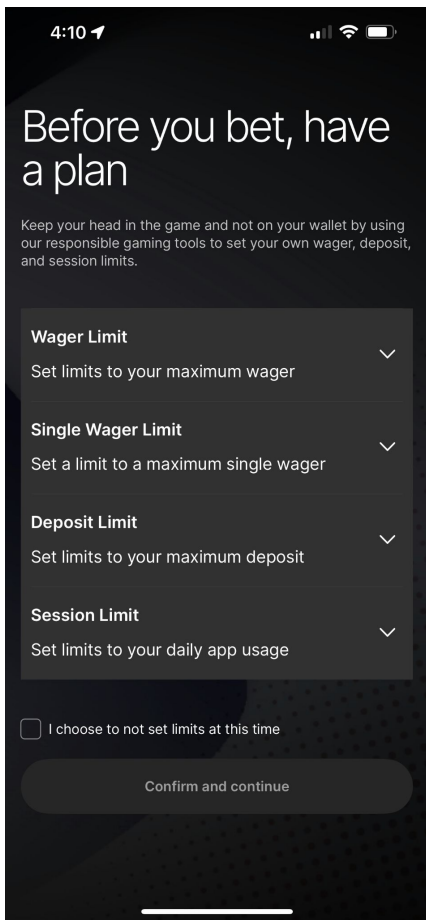
Month	VSE Enrollees
April 2023	n/a
May 2023	0
June 2023	2
July 2023	0
August 2023	2
September 2023	0
Total	4



As of September 30, FBG had **30,214 active** Massachusetts sports wagering accounts

Tool Type	ME Total Usage (as of 9/30/23)	% Total Enrollment MA Users (as of 9/30/23)
Time Limit	301	1%
Deposit Limit	645	2.1%
Overall Spend Limit	575	1.9%
Single Wager (Max Stake) Limit	362	1.2%
Cooldown Period (Timeout)	31	.08%

Cooldown Periods	
72 hours	0%
73 hours to 1 month	13%
1 month to 6 months	45%
> 6 months	42%





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- FBG and Mass Lottery had additional discussions on partnership opportunities.



Fanatics and Make-A-Wish have joined together to form a first-of-its-kind, game-changing partnership to support sports-related wishes.



Fanatics, a leading global digital sports platform, is now the "Official Sports Partner" for Make-A-Wish. Through the partnership, sports-related wishes in the U.S., will be granted under the co-brand of Fanatics Make-A-Wish.